

# Steve Brunk

Vero Beach, Florida



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## *Learn about Florida Entrepreneur Steve Brunk:*

Steve Brunk, owner of Minuteman Press Vero Beach, does not like sitting around waiting for business to come to him.

"I was working for a Hallmark card franchisee in their mall stores where you just wait for holidays to drive business," he said. "I knew nothing about printing, it was something I could go outside the store and generate more business and I loved the concept of reprint orders because it kept the customers coming back."

Brunk's Vero Beach store is not his first Minuteman Press franchise.

"I bought my first Minuteman in Boca Raton in 1995," he explained. "It was only doing \$100,000 in revenue and I built it up to \$2.2 million. It

was pretty rough in the beginning, but I went out and said yes to everyone instead of no. "I sold that store and moved to Vero Beach where another store was struggling. The franchisor asked me to take it over and the rest is history. In 2007, it had three employees and was in the same shape as the Boca store. Now we have 10 employees, we moved into 10,000 square feet and we're opening a new store in Port St. Lucie."

Brunk's Minuteman Press won both the Small Manufacturer of the Year and Project Renovation of the Year for 2016 from the Indian River Chamber of Commerce. His advice for aspiring entrepreneurs is that hard work really does pay off.

"It's hard work focus," he said. "Just get up every morning, go out there and do the best you can. You'll have your good days and bad days, but that's what it is all about."

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